

DARPA BAA 02-08
Q&A though 15 April 2002

53. What phone number and POC should we use for our FedEx label?

RESPONSE: Please use the information below:

Mike Szymanski
IAO SETA
703-248-1530 (voice)
703-807-0324 (fax)

54. The BAA asks proposers to indicate whether they request consideration for awards involving collaboration with the Intelligence Community or whether they seek awards for unclassified work only. We intend to propose initial efforts in unclassified work, followed by collaboration with the Intelligence Community. At present, we do not have any facility clearances for handling classified information. We plan to establish the capability to handle such information during the initial phases of our project, before we started any significant work with the Intelligence Community.

Do you have any thoughts as to which category -- collaboration with the Intelligence Community or unclassified work only -- we should request?

RESPONSE: We are presuming that you don't have clearances now as you don't have a contract to tie them to. DARPA could not sponsor your getting a clearance prior to a contract award under this BAA. Recommend you consider a proposal for unclassified effort now and if your efforts expand beyond the unclassified realm, DARPA will support obtaining the required clearances and add a DD254 to your contract at that time.

55. We submitted numerous responses to the Combating Terrorism BAA. Will you review those responses that are applicable to your efforts?

Related Question: We have an idea that could be suitable for the Information Awareness Program. Could you please review it and let me know if it is appropriate for the BAA?

RESPONSE: We regret that due to workload constraints, we are unable to read and talk to offerors about white papers, proposal drafts or previous proposals to other BAAs that are submitted, but unfortunately, we need to be fair to all in terms of the feedback we supply. The BAA and PIP best describe our needs and we're looking for good ideas. If you think your work is relevant, then we'd like to see a proposal from you. We tried to ease the burden on offerors by limiting technical proposals to 15 pages.

56. What information do you need from our Articles of Incorporation? The name of the corporation, state of corporation and date? Do you need the registration agent, authentication number or other info from the Articles of Incorporation?

DARPA BAA 02-08
Q&A though 15 April 2002

RESPONSE: We require, at a minimum, the name of the corporation, state of incorporation and date incorporated. The name of the registration agent and the authentication number are optional.

57. For funding purposes, are segments intended to run in parallel? Then, if segments run in parallel and are within the \$200k to \$1m range, can a proposal on a single topic, which contains multiple segments, total over \$1m without exceeding the guidelines of the PIP?

Segments (or partitions) are not intended to, but may, run in parallel. The PIP guidelines apply to individual efforts that can be segmented (partitioned), so that a single proposal could contain more than one segment with a total expected annual cost for all segments greater than \$1M and still be within the PIP guidelines.

58. Can the DOE National Laboratories participate in this BAA as partners with industry and/or academia?

RESPONSE: From DFARS 235.017-1:

"DoD-sponsored FFRDCs that function primarily as research laboratories (C3I Laboratory operated by the Institute for Defense Analysis, Lincoln Laboratory operated by Massachusetts Institute of Technology, and Software Engineering Institute) may respond to solicitations and announcements for programs which promote research, development, demonstration, or transfer of technology (Section 217, Pub.L.103-337)."

DOE-sponsored FFRDCs may also respond to BAA 02-08. The full list of DOD- and DOE-sponsored FFRDCs is maintained by the National Science Foundation at the following URL: <http://www.nsf.gov/sbe/srs/nsf02302/mastlist.htm#Topic1>.

59. U.S. Organization Certification seems to apply to businesses, but not universities or state government offices. Can we just state in that section that we are a U.S. state governmental entity of higher education? Also, for the IT Resource certification, does my department chair qualify as a "senior corporate official"?

RESPONSE: Proposal requirements for information pertaining to articles of incorporation do not pertain to U.S. state academic institutions or other U.S. state government organizations. Department chairpersons are authorized to sign IT Resource Certifications as the "senior corporate official" for U.S. state academic institutions.

60. We have many interesting ideas that pertain to IAO. Would it be best to submit proposals as a performer on the BAA, as an unsolicited proposal, or under another umbrella?

RESPONSE: This is an internal business decision that the government is not qualified to participate in. If you feel you have relevant ideas and your understanding of the

DARPA BAA 02-08
Q&A though 15 April 2002

opportunity described in the BAA is consistent with your business objectives, then you may wish to respond to the BAA.

61. Did you have in mind to leverage our current activities under an ongoing government program, or a separate, standalone capability? In the same vein, the capabilities we are researching are high payoff, but with a range of risks. Are you mostly interested in those with the higher risks? Are there particular capabilities that are of most interest to you?

RESPONSE: Leveraging offers the possibility for a greater return on DARPA's limited resources, however, investment returns are never guaranteed. A preliminary assessment of the benefits of leveraging is particularly difficult in the absence of a formal proposal. DARPA's research focus is on high risk, high payoff capabilities. We are very interested in advancing technology described in each of the three BAA technical areas.

62. Do you have a desire to see a range of proposed capabilities with the associated range of costs?

RESPONSE: A comprehensive proposal could be partitioned to describe related but stand alone pieces of a larger effort as an alternative to submitting individual proposals for work in different areas. This involves a business decision on the part of the offeror as to whether or not the company submits one proposal or a set of smaller, discrete proposals. The BAA Proposers Information Pamphlet also pertains:

"If the proposed effort consists of multiple segments or phases that could reasonably be partitioned for purposes of funding, these segments or phases should be clearly identified, with separate cost estimates provided for each..."

63. Should I propose to provide hardware, operating system, and software to you, or propose software and specify which hardware and operating system it is built for?

RESPONSE: This is an internal business decision depending on factors such as the uniqueness of hardware requirements, the benefits of one O/S versus another in implementing your software, the existence of current infrastructure where performance is anticipated to occur, the utility of the hardware and O/S beyond the life of any work under the BAA, and the affordability of procuring unique hardware in performing efforts under this BAA. Guidance from the PIP is provided for reference:

Government-owned Resources - If any portion of the proposed research effort is based on the use of Government-owned resources of any type, the proposer shall specifically identify the property or other resource required, the date the property or resource is required, the duration of the requirement, the source from which the resource is required, if known, and the impact on the research if the resource cannot be provided. If no Government-furnished property is required for conduct of the proposed research, this subsection shall consist of a statement to that effect.

DARPA BAA 02-08
Q&A though 15 April 2002

IT Resources - Contractors requiring the purchase of information technology (IT) resources as Government Furnished Property (GFP) must attach to the submitted proposals the following information:

1. A letter on corporate letterhead signed by a senior corporate official and addressed to Director, DARPA/IAO, stating that the proposer either cannot or will not provide the information technology (IT) resources necessary to conduct the said research.
2. An explanation of the method of competitive acquisition or a sole source justification, as appropriate, for each IT resource item.
3. If the resource is leased, a lease-purchase analysis clearly showing the reason for the lease decision.
4. The cost for each IT resource item.

64. Neither the PIP nor the BAA addresses a requirement for, or preference for key performers' resumes to be included in the submission. Are such resumes requested by DARPA, and if submitted, will they count against the 15-page limitation?

RESPONSE: There is no requirement for resumes in BAA proposals. Personnel qualifications of key performers should be summarized in Volume 1 of the technical proposal and will count against the 15-page limit. Guidance from page 11 of the PIP is provided for reference:

Corporate Capabilities Section - Describes proposer relevant capabilities. As a minimum, this description shall include proposer organizational past accomplishments and work in this or closely related research areas to show how past/current performance justifies an award; qualifications of Key Performers and proposed consultants and subcontractors; and a description of the facilities that are to be used in the proposed effort.

65. The BAA states the proposer/awardee whose activities would be associated with the Intelligence Community must possess a current DoD Top Secret Facility clearance and an approved SCI (SCIF) facility. Is it permissible for the awardee to propose a SCIF of a teaming partner or parent company?

RESPONSE: Yes, this is permissible.

66. In accordance with the instructions for Volume I, Paragraph I, IT Resources the offeror is requested to attach to submitted proposals several items as described in items 1 through 4. Do these attachments count towards the 15-page limit?

RESPONSE: No. See also Q&A # 15.

DARPA BAA 02-08
Q&A though 15 April 2002

67. Due to the large number of teaming partners it is anticipated that Volume II will exceed the number of pages that can be reasonably bound. Is it permissible to submit Volume II in two bound parts?

RESPONSE: Yes, this is permissible.

68. We're a classified shop (our teammates are not), which works routinely with members of the intelligence community. Does DARPA have any person, project, or agency in the intelligence community that they particularly wish to collaborate with?

RESPONSE: Initial efforts under this BAA will involve interaction with the U.S. Army's Intelligence and Security Command (INSCOM). Follow-on collaboration will be determined as work progresses.

69. If we choose to propose a cost-sharing arrangement, is there a minimum percentage required (i.e. 50% for a CRADA)? What other vehicles for a cost-sharing agreement would DARPA consider?

RESPONSE: DARPA does not use CRADAs (Cooperative Research and Development Agreements) and there is no requirement for cost sharing under this BAA (therefore, no requirement for a minimum percentage of cost sharing). Proposals will be evaluated using five criteria. Cost is among these and in order of importance is ranked fifth. Unless there are other statutory requirements or there is significant commercial potential involved in these efforts, DARPA does not desire cost sharing arrangements in these proposals.

70. I'd like to give you a very short summary of our ideas, and ask you (a) whether DARPA would consider them responsive to the solicitation, (b) whether this fits best under topic I or II, and (c) for any comments you may have.

RESPONSE: See Q&A # 55.

71. We read the BAA as requiring full proposals not white papers. Is this correct?

RESPONSE: This is correct; the BAA requests full proposals, not white papers.

72. Are funds currently set aside for the initial round whose review will take place on April 22, 2002?

RESPONSE: Funds are available for the initial round of proposals due on April 22, 2002.

73. Does any guarantee exist for funding for further rounds?

RESPONSE: If additional rounds of proposals are requested, there will also be funding available. Additional guidance from the PIP pertains:

DARPA BAA 02-08
Q&A though 15 April 2002

DARPA will construct a balanced program in order to meet its needs. A total of several millions of dollars will be available for these efforts. The size of each award and duration of efforts will vary according to the type of effort undertaken. In the case of proposals containing partitioned segments or phases, proposers should define partitions so that the annual budget for each is in the \$200,000 to \$1,000,000 range. If warranted, portions or partitions of resulting awards may be segregated into pre-priced options. The Government reserves the right to select for award all, some or none of the proposals received. The Government also reserves the right to fund all, or any part of, a proposal evaluated to be eligible for award. Awards are subject to the availability of Government funds, and may be incrementally funded.

74. The PIP for BAA 02-08 suggests in D.(1). that certification shall consist of the specification of each proposer's articles of incorporation. Does this mean that you actually want proposers to include a copy of the articles, or that just that you want to know where and when they were filed? Are you referring only to the prime contractor, or also to any subcontractors?

RESPONSE: Relevant information (e.g., when and where incorporated) contained in the articles is considered adequate; same applies to team members and subcontractors.

75. How do we know if an award will be a grant, cooperative agreement or other transaction at the proposal stage?

RESPONSE: Awards may be a procurement contract, cooperative agreement, grant, technology investment agreement, or other transaction agreement for prototypes based on what was proposed by the offeror and the results of final negotiations leading to an award.

76. Can the Government prevent personal data (e.g., SSNs) from being released through FOIA, or if awarded might the proposal become public? Alternatively, might we be able to provide this information in the letter of transmittal?

RESPONSE: Personal data is exempt from FOIA. Trade secrets as well as commercial and financial information contained in a proposal submitted to DARPA are also exempt from FOIA. More information on FOIA exemptions is available at <http://www.usdoj.gov/oip/foi-act.htm>.

Proposals involving work with the intelligence community will require identification of personnel, which includes social security numbers. Requirements are described on Page 11 of the PIP. Information shall be transmitted in accordance with Q&A # 14. See Q&A # 38 for an alternative means of submitting SSNs. Offerors that are still uncomfortable with submitting SSNs for "US Government eyes only" may defer submission of SSNs until such time that they are notified that their proposals were selected. In this case, proposals for classified work must certify that the offeror has the ability to do the work based on existing clearances, or can obtain such clearances as a result of DARPA's sponsorship (i.e., a contract award under this BAA).

DARPA BAA 02-08
Q&A though 15 April 2002

77. Is there any issue with subcontracting to a Canadian academic institution?

RESPONSE: As stated in the BAA Proposers Information Pamphlet, proposers must be a U.S. organization (i.e., for-profit or not-for-profit organization, or academic institution), and most performing personnel must be U.S. citizens.